

OUR MANAGER FOR CHILE.

The subject of this sketch, Mr. P. Parry-Jones, was born in Herefordshire, Wales, in the year 1863, and is, therefore, still numbered amongst our junior managers in the field, both as regards his years and the time he has occupied the important position he now holds in the foremost Republic on the Pacific coast of South America.

His early education was received in one of the best private schools in his section of the country, and as a lad he entered as a naval cadet on board the celebrated training school-ship "H. M. S. Conway," from whence have graduated many young men now prominent in both naval and mercantile life throughout the world.

After spending some two years or more on the "Conway," he developed a strong desire for the free and roving life of a sailor, and to accomplish this desire he was apprenticed in the mercantile marine service, making his first voyage to Calcutta, India.

Steady and attentive at all times to duty, his reward came quickly; each grade was successfully passed until at length he received the much coveted certificate of a master mariner from the British Board of Trade.

Most of the fourteen years he spent at sea were in the service of the well-known Pacific Steam Navigation Company, whose fleet plies to almost all sections of the globe. From this company he resigned in the year 1889 to take up his residence in Valparaiso, Chile, where he very shortly afterwards became actively employed as an agent of the New York Life, in whose services he made a splendid record not only as a trusted and faithful employee but as one of the most successful business producers in the country.

In the latter part of 1891, Mr. Higinbotham commenced the organization of the Peruvian agency, and it was

while thus engaged that he entered into negotiations with our present manager, having in view his association with the Company in Chile, the result being that he appointed Mr. Parry-Jones chief general agent on his arrival in Chile in 1892.

His valuable work in connection with this agency has been fittingly recognized by his appointment as manager for the Republic, with full power to act as the Company's representative on the West Coast, succeeding Mr. Higinbotham, who retired from that field in 1896. The wisdom of Mr. Parry-Jones' selection for this position has been amply demonstrated by the efficient manner in which he has discharged the duties of his office during the two years that have elapsed since he assumed full control.

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